



**CITY OF LODI
COUNCIL COMMUNICATION**

AGENDA TITLE: Adopt Resolution Authorizing a Sole Source Procurement of Engineering Analysis Software from Milsoft Utility Solutions, Inc. of Abilene, Texas (\$29,444.06) (EUD)

MEETING DATE: May 20, 2009

PREPARED BY Electric Utility Director

RECOMMENDED ACTION: Adopt a resolution authorizing a sole source procurement of Engineering Analysis Software from Milsoft Utility Solutions, Inc. of Abilene, Texas in the amount of \$29,444.06.

BACKGROUND INFORMATION: Sound utility practice is to perform comprehensive power system studies every three to five years. Such studies verify that existing components of the network are within safe operating limits.

On April 15, 2009, the City Council awarded a service contract to RW Beck, Inc. (RW Beck) of Sacramento, CA to perform power systems studies on the existing substations, 12kV and 60kV line facilities. RW Beck will use the Engineering Analysis Software of Milsoft Utility Solutions (Milsoft) in performing these studies.

The models and databases received from RW Beck will enable EUD staff to perform most future system studies internally. However, EUD does not have any type of power systems analysis software. Previous studies were contracted to outside power engineering consultants. Availability of the software will provide significant cost savings to EUD by doing studies in-house. It will enhance the technical expertise and skill of EUD staff.

Milsoft is a business partner of Hometown Connections, Inc., a utility services subsidiary of the American Public Power Association (APPA), that supports APPA members by securing national group pricing and service arrangements from leading industry suppliers.

EUD's acquisition of Milsoft engineering analysis software will provide cost savings by performing system studies internally; enhance in-house ability to evaluate power outages and operating limits of power equipment, and simulate protective device response to fault conditions. Staff can make quick system adjustments, increasing the reliability of electric service. A copy of Milsoft's price proposal is attached.

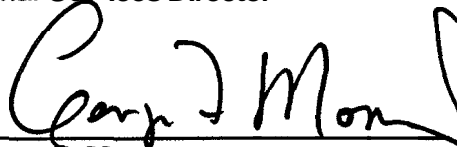
FISCAL IMPACT: Not to exceed \$29,500.

FUNDING: Fiscal Year 2008-09 Budget Account No. 160612.7313 with transfers from Object Code 7358.

APPROVED: _____


Blair King, City Manager


Jordan Ayers
Deputy City Manager/Internal Services Director


George F. Morrow
Electric Utility Director

Prepared By: Demy Bucaneg, Jr., P.E., Assistant Electric Utility Director
Weldat Haile, P.E., Senior Power Engineer

GFM/DB/lst

Attachments



Proposal

Quote Number: 3332
Date: 02/10/2009
Account Manager: Nick Rude
Email: nick.rude@milsoft.com
Phone: 800.344.5647
Valid Until: 04/10/2009

Weldat Haile
Lodi Municipal Electric System
PO Box 3006
Lodi, CA 95241-1910
USA

Weldat Haile
Lodi Municipal Electric System
1331 S Ham Lane
Lodi, CA 95242-3995
USA

Engineering Analysis

Quantity	Product	List Price	Ext. Price
1	WindMil - 1st Seat	\$20,000.00	\$20,000.00
1	LightTable - 1st Seat	\$5,000.00	\$5,000.00
	LandBase - 1st Seat	\$3,500.00	\$3,500.00

Engineering Analysis Total: \$28,500.00

Grand Total

Subtotal: \$28,500.00
Discounts Applied: (5%) -\$1,425.00
Reason: Hometown Connections Member Discount
Total: \$27,075.00

Terms and Conditions

Microsoft IVR - Porche/Telink/CrewCommand

Price Inclusions/Exclusions
Total price includes all hardware (except remote hardware) and software, additional options or enhancements and documentation. Not included are associated travel expenses, pre-installation meeting expenses, applicable taxes, insurance, freight, telephone lines or telephone system equipment.

Terms
(New Systems)
50% upon quote acceptance
40% upon installation
10% upon final acceptance of the system (30 days after completion)

Upgrade Items)
75% upon quote acceptance
25% upon installation

Support & Maintenance
Support/Maintenance will be billed at the rate of 20% of the retail system cost annually. Payment of support charges will be at the option of the Customer. If for any reason Customer decides to discontinue payment of support, Customer will not receive technical support, software fixes/patches or any software upgrades. Invoicing will begin 60 days after installation is complete.

Installation & Training
MUS agrees to install the hardware & software at Customers place of business at a rate of One Thousand US Dollars (\$1000.00) per day plus all travel and out of pocket expenses. Training shall be performed under the same terms and conditions.

Dispatch - OMS
Price Inclusions/Exclusions
This quote includes the CORBA Orb and associated software needed to run the application on one (1) server. If Customer decides to run the application on multiple servers, Customer will be responsible for the additional cost of \$2,500.00 per server. This quote does not include hardware or Microsoft SQL Server.

Terms
50% upon quote acceptance
40% upon installation
10% upon final acceptance of the system (30 days after completion)

Support & Maintenance
Support/Maintenance will be billed at the rate of 20% of the retail system cost annually. Payment of support charges will be at the option of the Customer. If for any reason Customer decides to discontinue payment of support, Customer will not receive technical support, software fixes/patches or any software upgrades. Invoicing will begin 60 days after installation is complete.

Installation & Training
MUS agrees to install the software at Customers place of business at a rate of One Thousand US Dollars (\$1000.00) per day plus all travel and out of pocket expenses. Training is included and shall be performed the same week as installation.

Crew Management
Terms: 100% due upon receipt of invoice
Support/Maintenance: Support/Maintenance will be billed at the rate of 20% of the retail system cost annually. Payment of support charges will be at the option of the Customer. If for any reason Customer decides to discontinue payment of support, Customer will not receive technical support, software fixes/patches or any software upgrades. Invoicing will begin 60 days after installation is complete.

Price Inclusions/Exclusions
Total price includes WindMillMap and for Microsoft Field Engineering Applications. ESRI components and customer database are not included.

Terms
100% upon receipt of invoice

Support & Maintenance
Support/Maintenance will be billed at the rate of 20% of the retail system cost annually. Payment of support charges will be at the option of the Customer. If for any reason Customer decides to discontinue payment of support, Customer will not receive technical support, software fixes/patches or any software upgrades. Invoicing will begin 60 days after installation is complete.

Installation & Training
MUS agrees to install the software at Customers place of business at a rate of One Thousand US Dollars (\$1,000.00) per day plus all travel and out of pocket expenses. Training is included and shall be performed the same week as installation.

WindMillMap / Microsoft Field Engineering
Price Inclusions/Exclusions
Total price includes WindMillMap and for Microsoft Field Engineering Applications. ESRI components and customer database are not included.

Terms
100% upon receipt of invoice

Support & Maintenance
Support/Maintenance will be billed at the rate of 20% of the retail system cost annually. Payment of support charges will be at the option of the Customer. If for any reason Customer decides to discontinue payment of support, Customer will not receive technical support, software fixes/patches or any software upgrades. Invoicing will begin 60 days after installation is complete.

Installation & Training
MUS agrees to install the software at Customers place of business at a rate of One Thousand US Dollars (\$1,000.00) per day plus all travel and out of pocket expenses. Training is included and shall be performed the same week as installation.

WindMill / LightTable / LandBase / Reliability Analysis / Contingency Study / Enterprise / Poles - FM
Shipping
VIA US Priority Mail included.
Terms
100 % due upon receipt of invoice

Price Inclusions/Exclusions
Conversion pricing is standardized and assumes the geodatabase and customer information system are 1. Linked with static unique identifier and 2. Provided detailed connectivity from the source to the consumer level. A detailed review process and statement of work for the conversion will be accomplished upon quote signature. Data deficiencies found to adversely affect product functionality or timeline to deployment will be addressed during the review process and may, in rare cases, drive additional costs.

Support & Maintenance
Support/Maintenance will be billed at the rate of 20% of the Database conversion tool licensing fee. The first year of support is included.

Training
Available upon request. Please contact MUS for current training rates and schedule.

Multi-Speak Testing Harness
Terms
100 % due upon receipt of invoice

Support & Maintenance
Support/Maintenance will be billed at the rate of 25% of the retail system cost annually. Payment of support charges will be at the option of the Customer. If for any reason Customer decides to discontinue payment of support, Customer will not receive technical support, software fixes/patches or any software upgrades. Invoicing will begin 60 days after installation is complete.

AVL
Terms
100 % due upon receipt of invoice

Support & Maintenance
Support/Maintenance will be billed at the rate of 20% of the retail system cost annually. Payment of support charges will be at the option of the Customer. If for any reason Customer decides to discontinue payment of support, Customer will not receive technical support, software fixes/patches or any software upgrades. Invoicing will begin 60 days after installation is complete.

Unplugged - Viewer
Terms
100 % due upon receipt of invoice

Support & Maintenance
Support/Maintenance will be billed at the rate of 20% of the retail system cost annually. Payment of support charges will be at the option of the Customer. If for any reason Customer decides to discontinue payment of support, Customer will not receive technical support, software fixes/patches or any software upgrades. Invoicing will begin 60 days after installation is complete.

Quote Acceptance
This Quote constitutes the entire understanding and agreement between the parties and supersedes any and all prior and contemporaneous, oral or written representations, communications, understandings and agreements between the parties with respect to the subject matter hereof. The parties acknowledge and agree that neither of the parties is entering into this Quote on the basis of any representation or promise not expressly contained herein.

Account: Lodi Municipal Electric System
Accepted By:
Print Name:
Date:
PO# (if required):
To submit this form, please fax it to 325.690.0338.
If you have any questions regarding this quote, please call 800.344.5647 and ask for Nick Rude or email Nick at nick.rude@milsoft.com.

Quote Number: 3332
800.344.5647 - nick.rude@milsoft.com - www.milsoft.com

Weldat Haile (Lodi EUD)

From: Nick Rude [nick.rude@milsoft.com]
Sent: Tuesday, February 10, 2009 10:40 AM
To: Weldat Haile (Lodi EUD)
cc: sales; Randy Carlson; Ed Carlson, Leon Giesecke; Jeff Kirkes; Bill Smart
Subject: Quote for Milsoft WindMil Engineering Analysis

Weldat,

Here is an updated quote to what I had previously sent to you. It includes the WindMil Engineering Analysis package, LightTable Curve Coordination Software and LandBase. I have included the 5% discount that Lodi gets for being a Hometown Connections Member.

Windmil includes all of the ability to build a model using your ACAD backgrounds as a template and gives you the ability to create your complete model from tracing the background and defining the elements. WindMil also includes everything you need for transformer load management and distribution analysis including arc flash.

LightTable allows you to view the protective curves from devices such as fuses, breakers, and more. It allows you to put in settings for electronic and mechanical breakers and see the effect on your system.

LandBase allows you to bring in backgrounds such as .dxf and .dwg files and many other types of files to use as a background.

We have an 800 number that gives you support for your questions and we have training available in our Abilene office on a regular basis.

Please call me with any questions.

Sincerely,

Nick Rude
Regional Account Manager
Milsoft Utility Solutions, Inc.
325-513-2607 Cell
325.690.0338 Fax
nick.rude@milsoft.com
www.milsoft.com

05/04/2009

RESOLUTION NO. 2009-59

A RESOLUTION OF THE LODI CITY COUNCIL
AUTHORIZING THE SOLE SOURCE PURCHASE
OF ENGINEERING ANALYSIS SOFTWARE FROM
MILSOFT UTILITY SOLUTIONS, INC.

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WHEREAS, Lodi Municipal Code §3.20.070 authorizes dispensing with bids for purchases of supplies, services, or equipment when it is in the best interest of the City to do so; and

WHEREAS, sound utility practice is to perform power systems studies every three to five years to verify that existing distribution system components are within safe operating limits; and

WHEREAS, on April 15, 2009, the City Council awarded a service contract to RW Beck, Inc., of Sacramento, CA, to conduct power systems studies on the City's existing electric distribution facilities for approximately \$95,800; and

WHEREAS, models, configurations, and databases received from RW Beck, Inc. will enable Electric Utility Department (EUD) staff to perform future systems studies internally; and

WHEREAS, EUD's acquisition of the Milsoft engineering analysis software will provide significant cost savings and enhance in-house ability to evaluate power outages and operating limits of power equipment thereby increasing reliability of electric service; and

WHEREAS, staff recommends that the engineering analysis software be purchased sole source from Milsoft Utility Solutions, Inc., of Abilene, Texas, which is the same software that RW Beck, Inc. will be using in its recently awarded service contract to perform systems studies on the City's electric distribution facilities.

NOW, THEREFORE, BE IT RESOLVED that the Lodi City Council does hereby approve the sole source purchase of engineering analysis software from Milsoft Utility Solutions, Inc., of Abilene, Texas, in the amount of \$29,444.06.

Dated: May 20, 2009

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I hereby certify that Resolution No. 2009-59 was passed and adopted by the City Council of the City of Lodi in a regular meeting held May 20, 2009, by the following vote:

AYES: COUNCIL MEMBERS – Hitchcock, Johnson, Katzakian, Mounce, and Mayor Hansen

NOES: COUNCIL MEMBERS – None

ABSENT: COUNCIL MEMBERS – None

ABSTAIN: COUNCIL MEMBERS – None


JENNIFER M. PERRIN
Assistant City Clerk